



# **Maybank**

Humanising Financial Services

# **Maybank Indonesia**

Financial Results

1H 2017 ended 30 June 2017

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# **Summary of 1H 2017 Results**

# Summary of 1H FY2017 Results (1)

Recorded 16.3% increase in PATAMI



1

## Profitability Improvement YoY

- PATAMI increased by 16.3% (YoY) to Rp998.5 Billion, driven by higher total income coupled with lower provisions
- Net Interest Income grew 7.0% (YoY) with NIM improved to 5.3% as at Jun-17 from 5.0% as at Jun-16 mainly due to discipline in loan pricing and active funding management

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## Loans growth and Asset quality

- Loan growth by 2.1% (YoY). Global Banking grew 18.9% (YoY) as a number of key deals were successfully realized. CFS-Retail loans decreased due to continued soft consumer spending. CFS Non-Retail loans, meanwhile, grew 2.0% (YoY)
- Gross NPL improved to 3.6% in Jun-17 from 3.7% in Jun-16, while Gross Impaired Loan ratio (local version) increased to 4.0% in Jun-17 from 3.8% in Jun-16

3

## Sound Liquidity Positions

- Total customer deposits grew by 5.0% (YoY) and CASA ratio stood at 37.4%
- Issued NCD amounted Rp330 billion in Jun-17
- Recently completed the issuance of Sukuk Mudharabah & Senior Bonds of Rp1.1 trillion in Jul-17
- Loan-to-Deposit Ratio (LDR - bank only) maintained at a healthy level 86.7% and Liquidity Coverage Ratio (LCR) bank only is at 144.5%

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## Shariah Banking continued to deliver positive results

- Shariah Banking continued to deliver its strong results Year on Year with Shariah Financing increased by 49.8% (YoY) to Rp16.2 trillion, contributed 13.5% to Bank's loans
- NPF improved to 3.9% as at Jun-17 from 5.6% as at Jun-16

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## Sustained Capital Positions

- Total Assets increased by 5.9% (YoY) to Rp171.3 trillion
- Stronger capital position with CAR as per 30 June 2017 at 16.9% with total capital of Rp22.0 trillion and CAR Tier 1 at 13.7%

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## WOM CSPA

- WOM CSPA between Maybank Indonesia and Reliance Capital Management has been terminated as of 3 May 2017 since certain conditions precedent had not been fulfilled until 30 April 2017 (long-stop date)

# **Financial Performance**

A large, stylized graphic of a tiger's head is positioned on the right side of the slide. The tiger is rendered in various shades of yellow and orange, creating a sense of depth and texture. The tiger's head is facing left, and its features, including the stripes and whiskers, are depicted with flowing, organic lines. The background of the entire slide is a solid, bright yellow.

# Balance Sheet



Financial Position - Consolidated	Jun-17 (Published)	Mar-17 (Proforma)	Dec-16 (Proforma)	Jun-16 (Published)	QoQ	YoY
Rp Billion	a	b	c	d	(a/b)-1	(a/d)-1
Loans	119,924	119,872	121,787	117,514	0.0%	2.1%
Other Earning Assets	29,440	27,173	26,601	25,976	8.3%	13.3%
Other Assets	21,959	17,844	18,291	18,302	23.1%	20.0%
<b>Total Assets</b>	<b>171,322</b>	<b>164,889</b>	<b>166,679</b>	<b>161,792</b>	<b>3.9%</b>	<b>5.9%</b>
<b>Deposits from Customer</b>	<b>119,790</b>	<b>117,678</b>	<b>118,932</b>	<b>114,069</b>	<b>1.8%</b>	<b>5.0%</b>
- Current Account	20,237	18,905	20,438	18,686	7.0%	8.3%
- Saving Account	24,499	24,803	25,604	26,233	-1.2%	-6.6%
- Time Deposit	75,054	73,970	72,889	69,150	1.5%	8.5%
Deposits from Other Banks	4,307	2,199	2,791	3,573	95.9%	20.6%
Borrowing	5,507	4,887	4,907	5,210	12.7%	5.7%
Securities Issued	7,843	7,958	7,976	8,593	-1.5%	-8.7%
Subordinated Debt	5,289	5,288	5,287	5,287	0.0%	0.0%
Other Liabilities	8,681	7,499	7,513	6,896	15.8%	25.9%
<b>Total Liabilities</b>	<b>151,418</b>	<b>145,509</b>	<b>147,406</b>	<b>143,628</b>	<b>4.1%</b>	<b>5.4%</b>
Equity (excl. Non-Controlling Interest)	19,631	19,116	19,016	17,915	2.7%	9.6%
Non-Controlling Interest	273	265	256	248	3.2%	10.3%
<b>Total Equity</b>	<b>19,905</b>	<b>19,381</b>	<b>19,273</b>	<b>18,163</b>	<b>2.7%</b>	<b>9.6%</b>

Note: Proforma numbers include WOM numbers

# Income Statement



Income Statement - Consolidated	1H 2017 (Published)	1H 2016 (Published)	YoY	2Q 2017 (Proforma)	1Q 2017 (Proforma)	QoQ
Rp Billion	a	b	(a/b)-1	c	d	(c/d)-1
Interest Income	7,382	7,350	0.4%	3,695	3,687	0.2%
Interest Expense	(3,546)	(3,765)	-5.8%	(1,759)	(1,787)	-1.6%
<b>Net Interest Income</b>	<b>3,836</b>	<b>3,585</b>	<b>7.0%</b>	<b>1,936</b>	<b>1,900</b>	<b>1.9%</b>
Non Interest Income	1,457	1,334	9.2%	890	567	57.0%
<b>Gross Operating Income</b>	<b>5,292</b>	<b>4,919</b>	<b>7.6%</b>	<b>2,826</b>	<b>2,467</b>	<b>14.6%</b>
Personnel	(1,234)	(1,199)	2.9%	(622)	(612)	1.7%
General & Administrative	(1,830)	(1,571)	16.5%	(999)	(832)	20.1%
<b>Operating Expenses</b>	<b>(3,064)</b>	<b>(2,770)</b>	<b>10.6%</b>	<b>(1,621)</b>	<b>(1,444)</b>	<b>12.3%</b>
<b>Operating Income before Provisions</b>	<b>2,228</b>	<b>2,149</b>	<b>3.7%</b>	<b>1,205</b>	<b>1,023</b>	<b>17.8%</b>
Provisions	(836)	(991)	-15.7%	(478)	(358)	33.5%
<b>Operating Income After Provision</b>	<b>1,392</b>	<b>1,158</b>	<b>20.3%</b>	<b>727</b>	<b>665</b>	<b>9.4%</b>
Non Operating Income / (Expenses)	(11)	4	-360.5%	(3)	(8)	-59.4%
<b>Profit Before Tax &amp; Minority Interest</b>	<b>1,381</b>	<b>1,162</b>	<b>18.8%</b>	<b>724</b>	<b>657</b>	<b>10.2%</b>
Tax & Minority Interest	(383)	(304)	26.0%	(216)	(167)	29.1%
<b>Profit After Tax &amp; Minority Interest (PATAMI)</b>	<b>998</b>	<b>858</b>	<b>16.3%</b>	<b>508</b>	<b>490</b>	<b>3.7%</b>

Note: Proforma numbers include WOM numbers



# Financial Ratios



Key Operating Ratio	Jun-17	Mar-17	Jun-16	△
Consolidated	a	b	c	(a-c)
<b>Profitability</b>				
Return On Assets	1.64%	1.59%	1.44%	0.20%
Return On Equities (Tier 1)	11.32%	11.30%	10.95%	0.37%
Net Interest Margin	5.28%	5.17%	5.01%	0.27%
<b>Efficiency &amp; Productivity Ratio</b>				
Cost to Income Ratio	57.90%	58.53%	56.31%	1.59%
<b>Earning Asset Quality</b>				
Impaired Loans - Gross	4.03%	3.63%	3.79%	0.24%
Impaired Loans - Net	2.77%	2.26%	2.42%	0.34%
NPL - Gross	3.56%	3.70%	3.68%	-0.11%
NPL - Net	2.40%	2.38%	2.33%	0.07%
<b>Balance Sheets Structure</b>				
LDR	97.08%	98.72%	100.06%	-2.98%
CASA to Total Funding	37.35%	37.14%	39.38%	-2.03%
CAR	16.89%	16.94%	15.92%	0.97%

Key Operating Ratio	Jun-17	Mar-17	Jun-16	△
Bank Only	a	b	c	(a-c)
<b>Profitability</b>				
Return On Assets	1.46%	1.37%	1.29%	0.17%
Return On Equities (Tier 1)	10.64%	10.41%	11.04%	-0.40%
Net Interest Margin	4.58%	4.51%	4.51%	0.08%
<b>Efficiency &amp; Productivity Ratio</b>				
Cost to Income Ratio	56.19%	56.90%	54.68%	1.52%
<b>Earning Asset Quality</b>				
Impaired Loans - Gross	4.29%	3.84%	3.97%	0.32%
Impaired Loans - Net	2.98%	2.42%	2.58%	0.40%
NPL - Gross	3.78%	3.93%	3.85%	-0.07%
NPL - Net	2.58%	2.55%	2.48%	0.10%
<b>Balance Sheets Structure</b>				
LDR	86.66%	88.40%	90.31%	-3.65%
CASA to Total Funding	37.58%	37.27%	39.69%	-2.11%
CAR	16.91%	16.98%	15.77%	1.14%

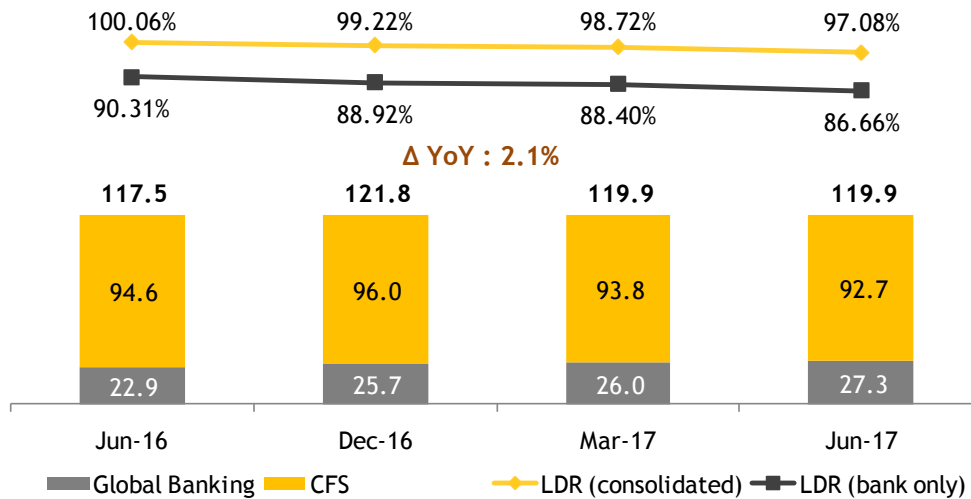
# Loans

- GB loans saw strong loans growth of 18.9% (yoy)
- CFS is affected by tight competition (impact on pricing) & slowdown in consumer spending



## LDR & Total Loans

Rp Trillion

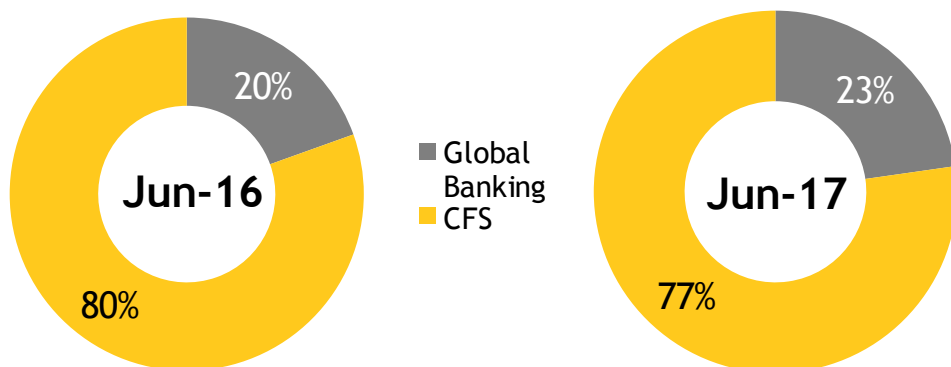


## Loans Portfolio Breakdown

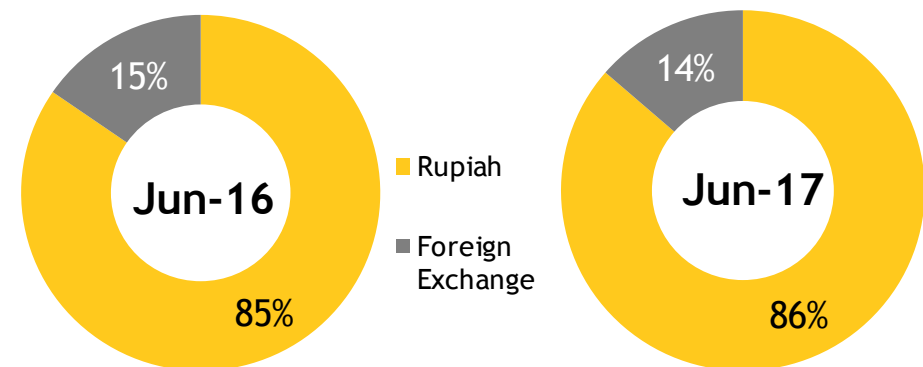
Rp Trillion

	Jun-17	Mar-17	Dec-16	Jun-16	YoY	QoQ
Global Banking	27.3	26.0	25.7	22.9	18.9%	4.7%
CFS	92.7	93.8	96.0	94.6	-2.0%	-1.3%
<i>CFS Non-Retail</i>	<i>50.1</i>	<i>50.5</i>	<i>51.5</i>	<i>49.2</i>	<i>2.0%</i>	<i>-0.7%</i>
Business Banking	28.9	29.3	30.3	28.5	1.3%	-1.4%
SME	20.5	20.3	20.3	19.5	4.7%	0.6%
Micro	0.8	0.8	0.9	1.1	-29.4%	-7.4%
<i>CFS Retail</i>	<i>42.5</i>	<i>43.4</i>	<i>44.5</i>	<i>45.4</i>	<i>-6.4%</i>	<i>-1.9%</i>
Auto Loan	22.6	22.7	23.2	23.1	-1.9%	-0.2%
Mortgage	16.7	17.3	17.8	18.5	-9.6%	-3.9%
CC + Personal Loan	2.8	2.9	3.1	3.4	-18.2%	-4.2%
Other loan	0.4	0.4	0.5	0.5	-9.3%	-0.6%
<b>Total</b>	<b>119.9</b>	<b>119.9</b>	<b>121.8</b>	<b>117.5</b>	<b>2.1%</b>	<b>0.0%</b>

## Loans Composition by Business Segment



## Loans Composition by Currency

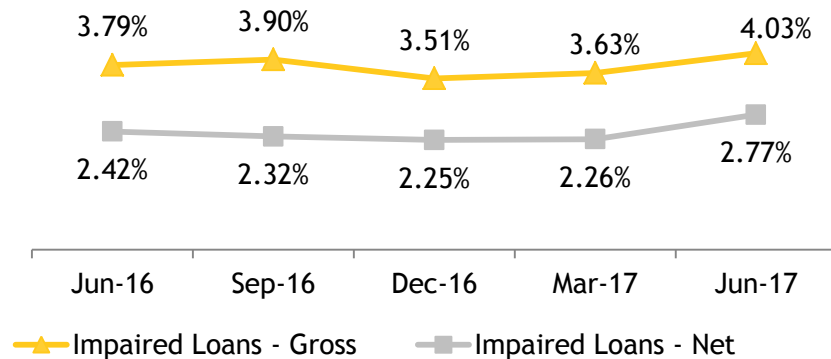


# Asset Quality

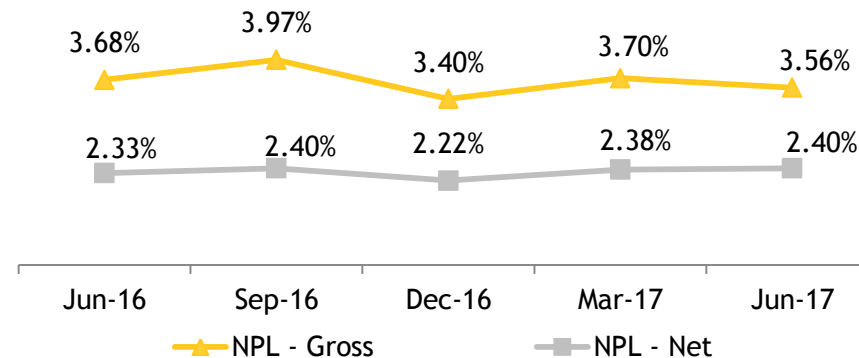
Remains focus in improving asset quality



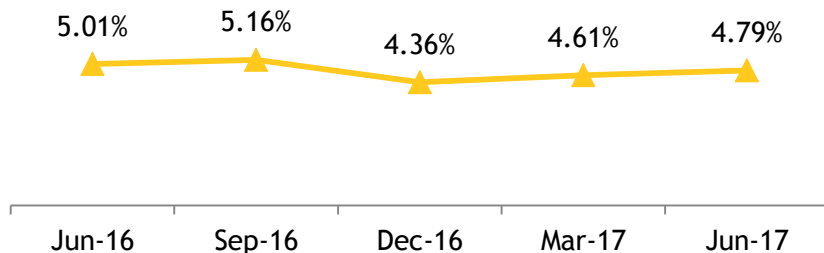
## Asset Quality - Maybank Indonesia Impaired Loans (consolidated)



## Asset Quality - Maybank Indonesia NPL (consolidated)

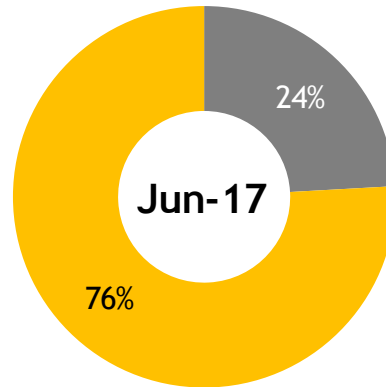
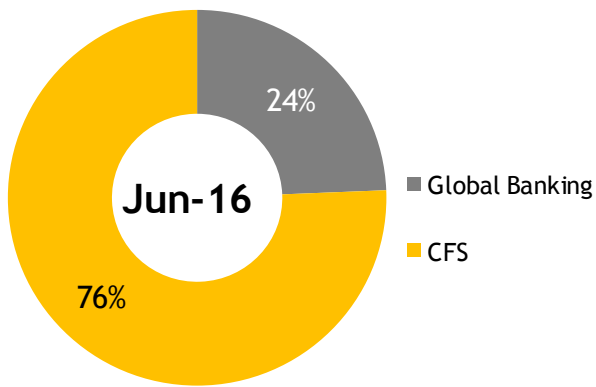


## Asset Quality - Maybank Indonesia Special Mention Loans (consolidated)

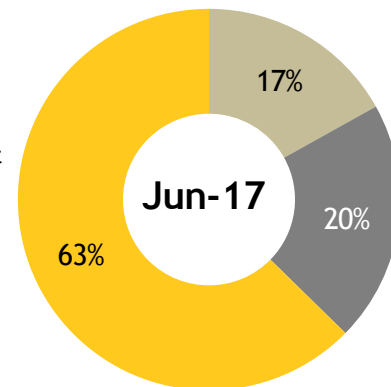
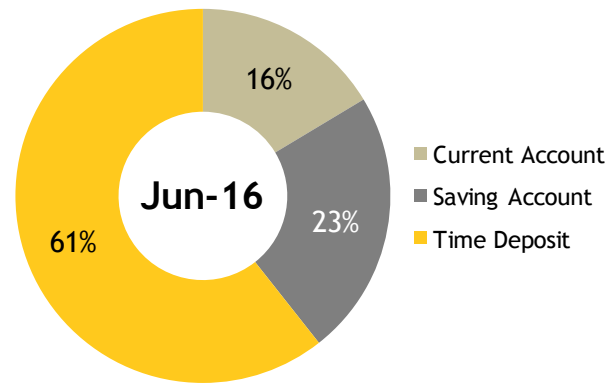


- The Bank already has in place rigorous credit approval procedures, tight approval limits and matrix and stringent early alert mechanism and watch list criteria
- The major loans in the above impaired list have not changed significantly over the past few years
- Restructuring and loan work outs is taking long time due to the continued soft economy and the weak commodity prices.
- Bank continues to intensify loan recovery and loan restructuring programs using legal courts where possible

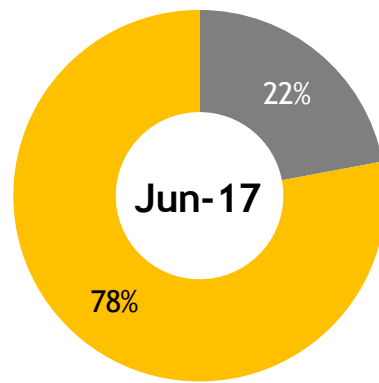
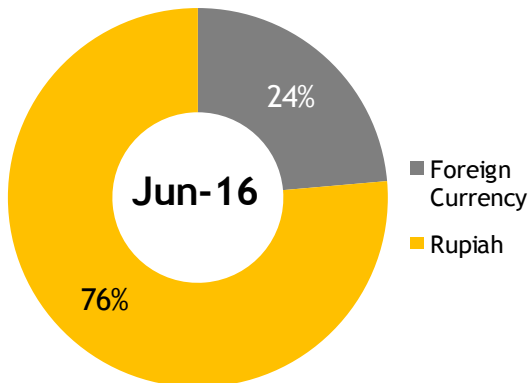
## Deposits from Customers by Business Segment



## Deposits from Customers by Type



## Deposits from Customers by Currency



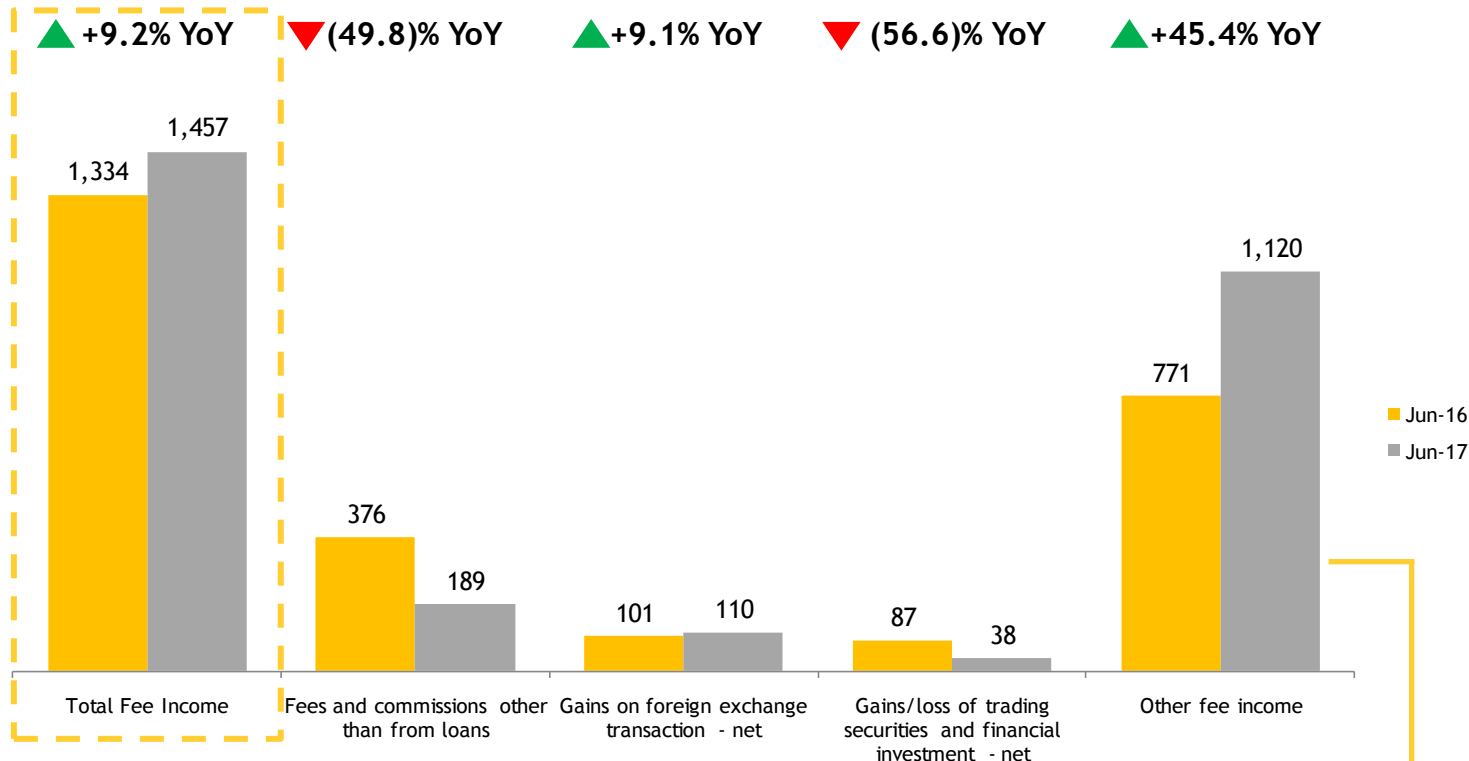
Rp Trillion	Jun-17	Mar-17	Dec-16	Jun-16	YoY	QoQ
Current Account	20.2	18.9	20.4	18.7	8.3%	7.0%
Saving Account	24.5	24.8	25.6	26.2	-6.6%	-1.2%
Time Deposit	75.1	74.0	72.9	69.1	8.5%	1.5%
<b>Total</b>	<b>119.8</b>	<b>117.7</b>	<b>118.9</b>	<b>114.1</b>	<b>5.0%</b>	<b>1.8%</b>
CASA Ratio	37.35%	37.14%	38.71%	39.38%	-2.0%	0.2%

# Fee Income

Fee Income increased by 9.2% to Rp1.5 Trillion



Rp billion



(in Rp billion)

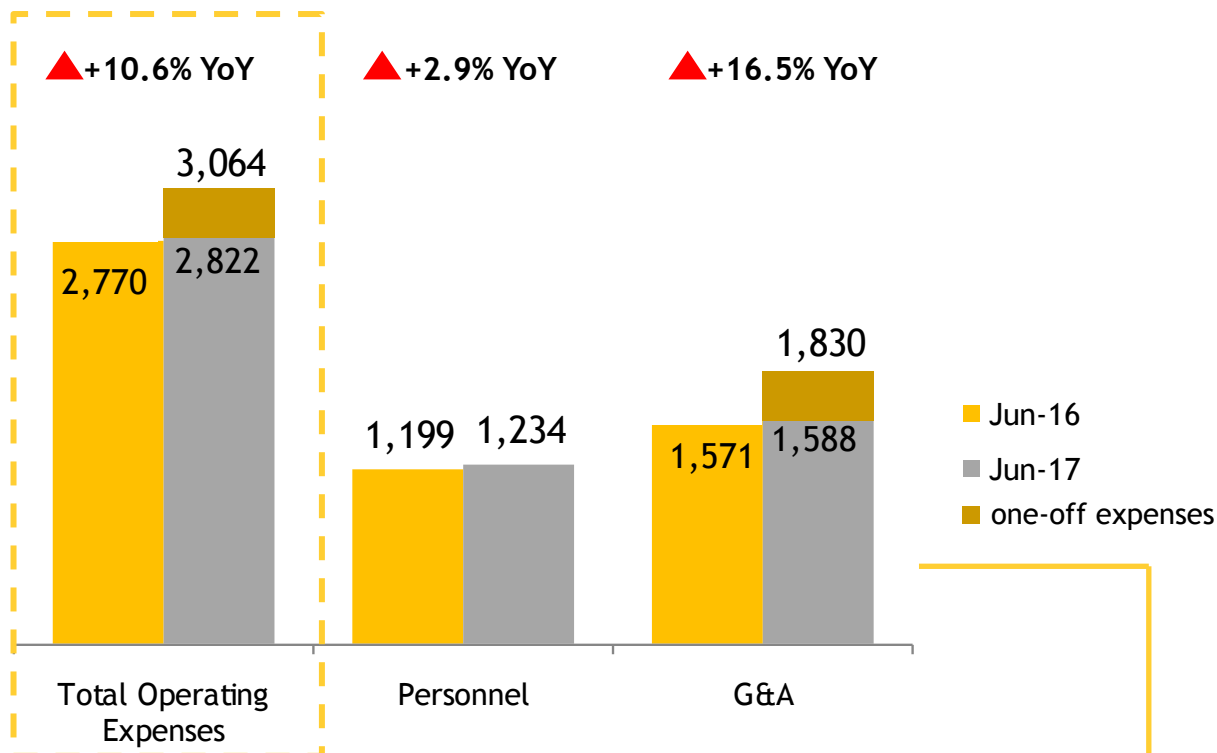
Breakdown of Other Fee Income	Jun-17	Jun-16	YoY
Retail administration	108	112	-3.5%
Loan administration	68	69	-1.9%
Advisory fees	67	71	-5.1%
Collection of receivables previously written-off	59	43	36.2%
Credit card administration	54	51	5.4%
Consumer financing receivables administration	278	296	-6.2%
Others	487	128	278.9%
<b>Total Other Fee Income</b>	<b>1,120</b>	<b>771</b>	<b>45.4%</b>

Under 'Others' for 2Q FY2017, Bank has booked income from fair value increase in shares sold.

# Operating Expenses

On BAU level, Operating Expenses grew slightly by 1.9% to Rp2,822 billion

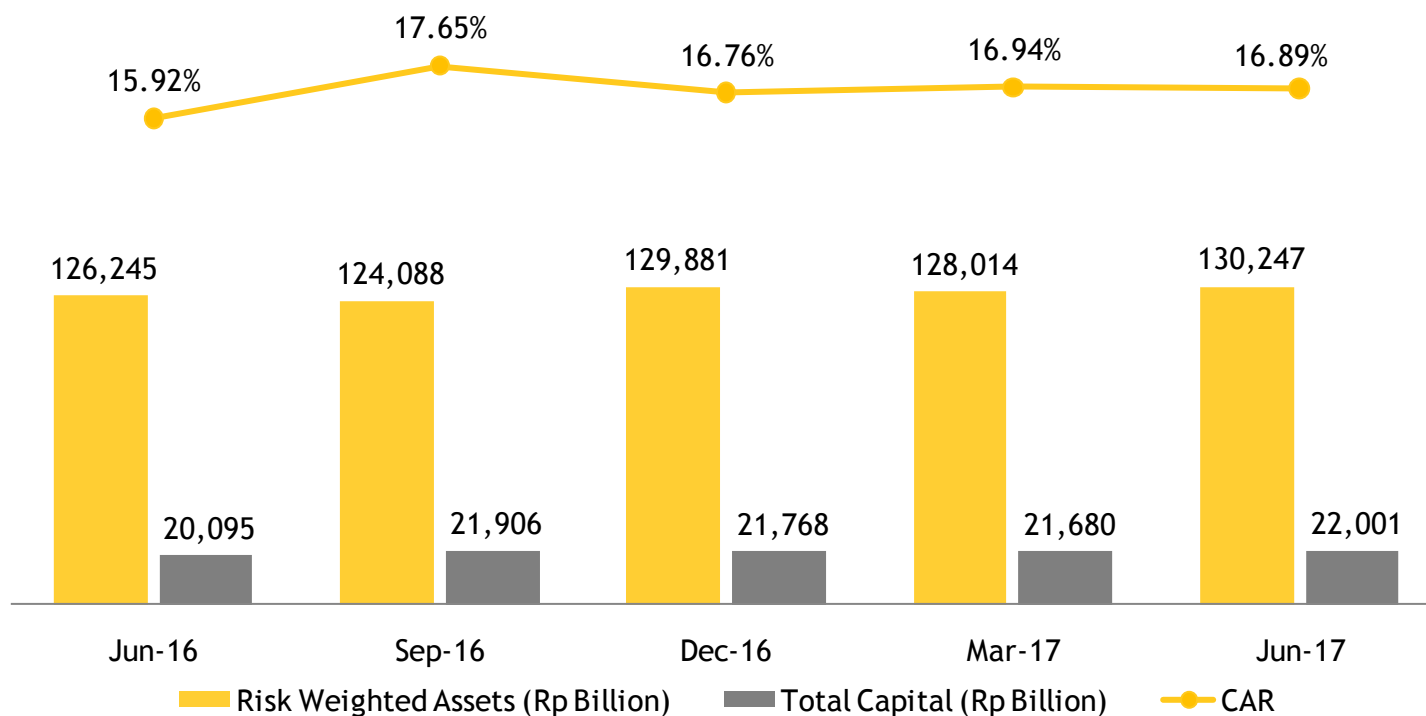
Rp billion



(in Rp billion)

Breakdown of G&A	Jun-17	Jun-16	YoY
General	979	713	37.3%
Rental	254	242	5.1%
Depreciation and amortization	150	147	2.3%
Repairs and maintenance fixed assets	132	125	5.9%
Others (include Promotions Expenses)	315	345	-8.6%
<b>Total G&amp;A</b>	<b>1,830</b>	<b>1,571</b>	<b>16.5%</b>

Included in G&A for 2Q FY2017 is potential litigation losses accrued.

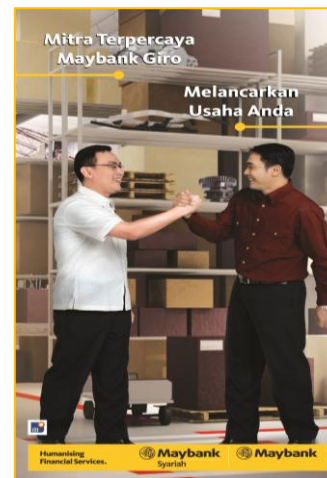


On March 31, 2017, the Bank held an annual Shareholders' General Meeting whereby the shareholders approved the allocation of Rp19,483 to the general reserve and the payment of cash dividends of Rp389,662 from the 2016 net income attributable to equity holders of the parent company of Rp1,948,312. The cash dividends had been paid on April 26, 2017.

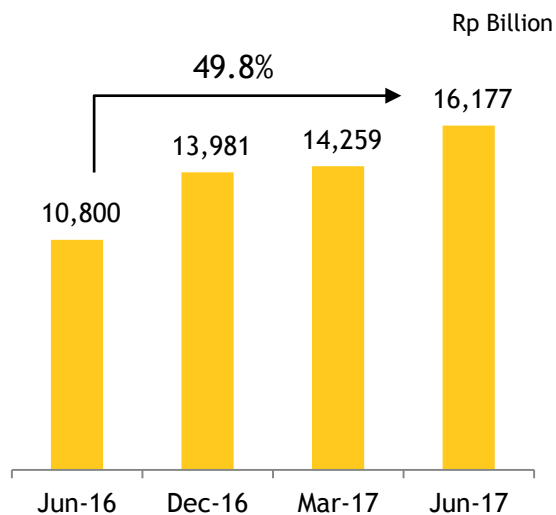
Capital Ratios	Jun-17	Mar-17	Dec-16	Jun-16	YoY	QoQ
Tier I	13.72%	13.55%	13.22%	12.63%	1.10%	0.17%
Tier II	3.17%	3.39%	3.54%	3.29%	-0.12%	-0.22%
<b>Total CAR</b>	<b>16.89%</b>	<b>16.94%</b>	<b>16.76%</b>	<b>15.92%</b>	<b>0.97%</b>	<b>-0.05%</b>

## Shariah First strategy continue to demonstrate strong results

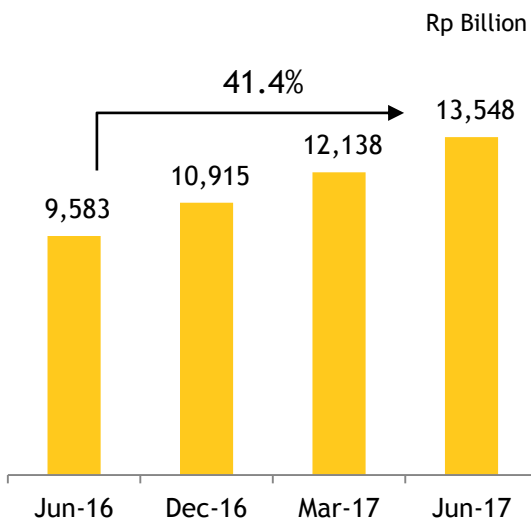
- Assets increased by 30.5% (YoY) to Rp22.2 trillion, contributing 13.0% of the Bank's consolidated total assets
- Financing increased by 49.8% (YoY) to Rp16.2 trillion
- Deposits increased by 41.4% (YoY) to Rp13.5 trillion
- Net Profit increased by 95.9% (YoY) to Rp384.9 billion
- NPF improved to 3.9% as at Jun-17 from 5.6% as at Jun-16



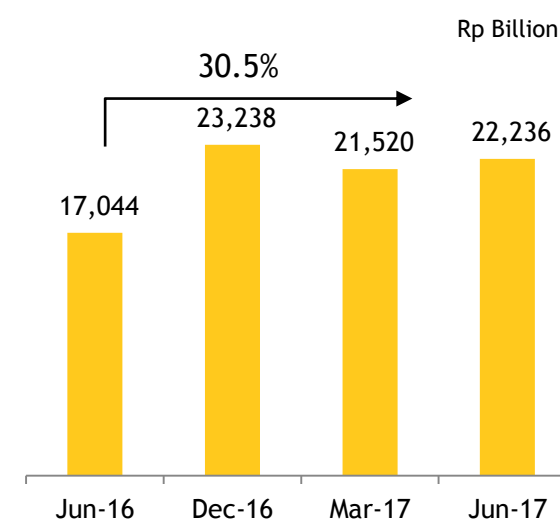
### Shariah Financing



### Shariah Deposits



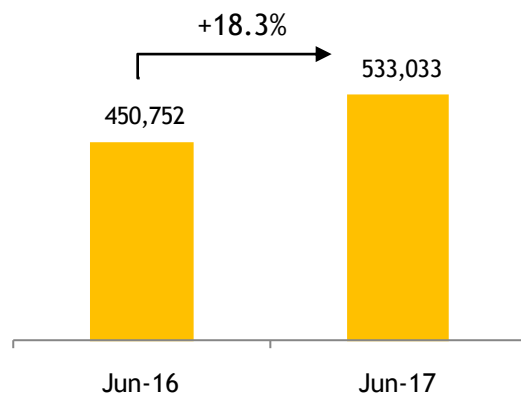
### Shariah Assets





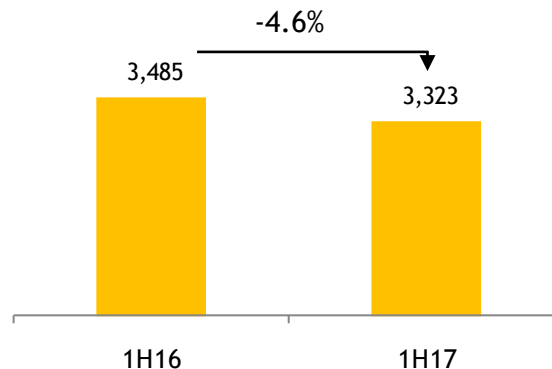
## Maybank SMS+ Mobile Banking

Number of Users



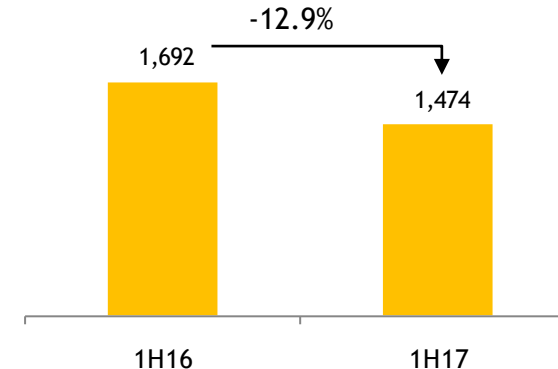
Number of Transactions

(Thou)



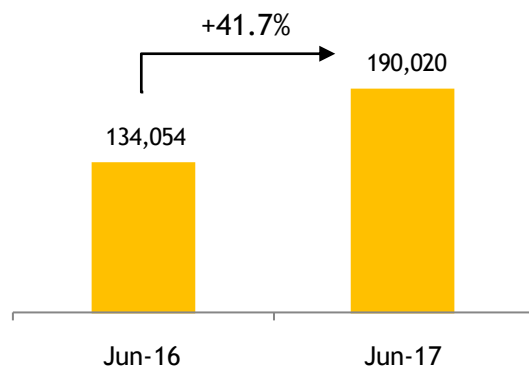
Transaction Volume

(Rp billion)



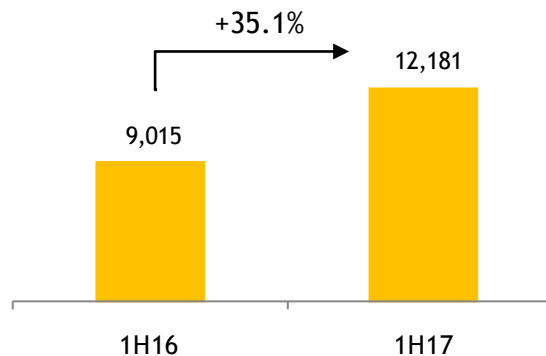
## Maybank M2U Internet Banking

Number of Users



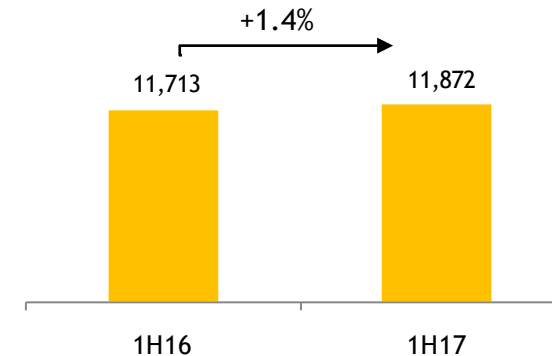
Number of Transactions

(Thou)



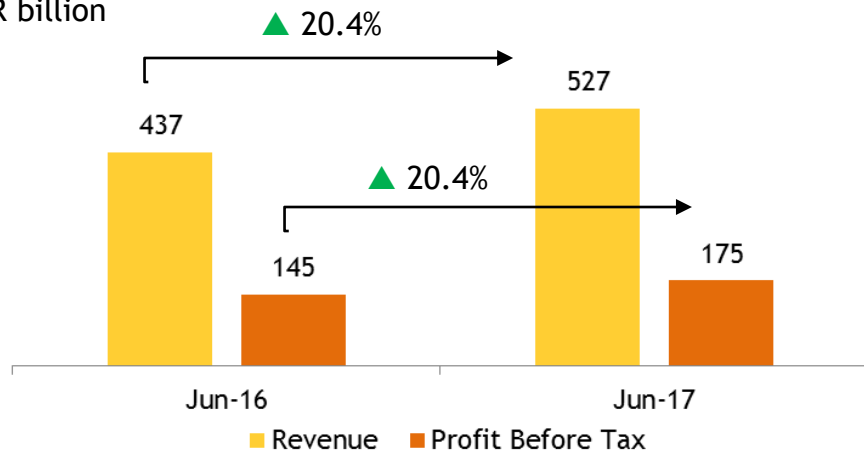
Transaction Volume

(Rp billion)



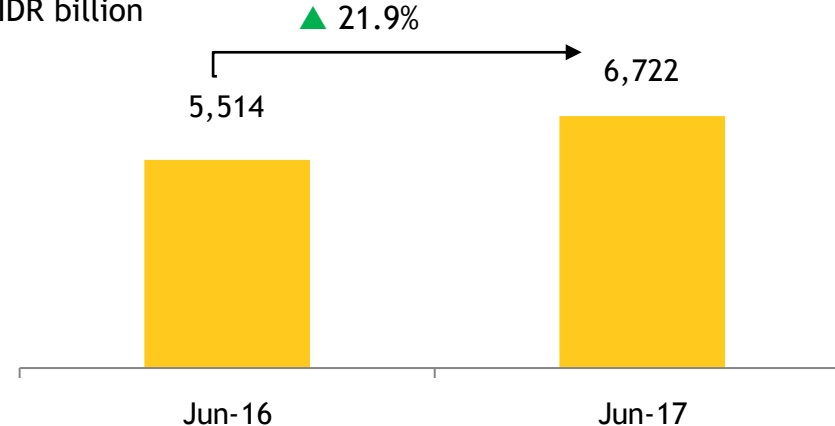
## Revenue and Profit Before Tax

IDR billion

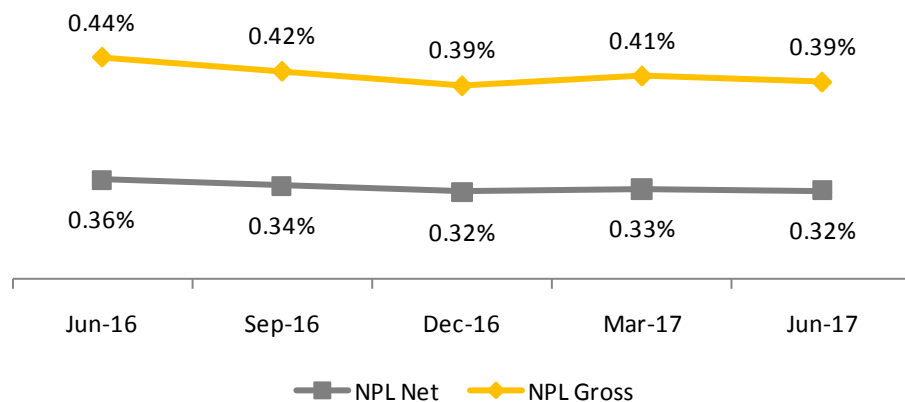


## Financing

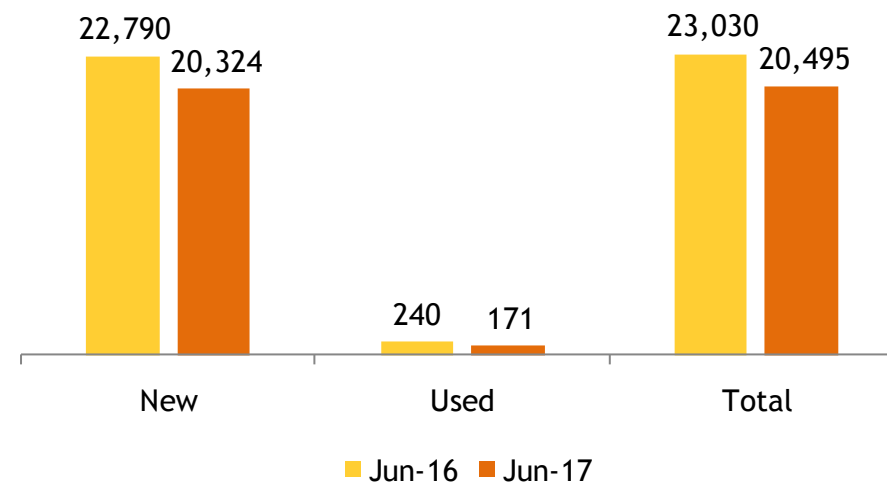
IDR billion



## Asset Quality

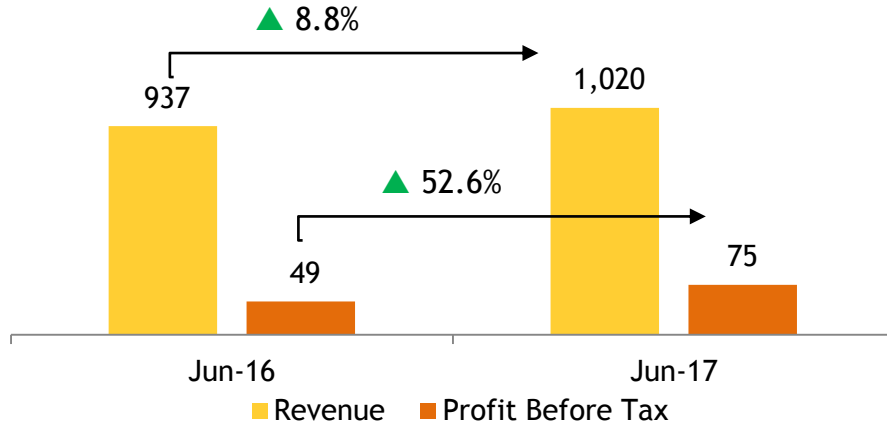


## Unit Financing (unit)



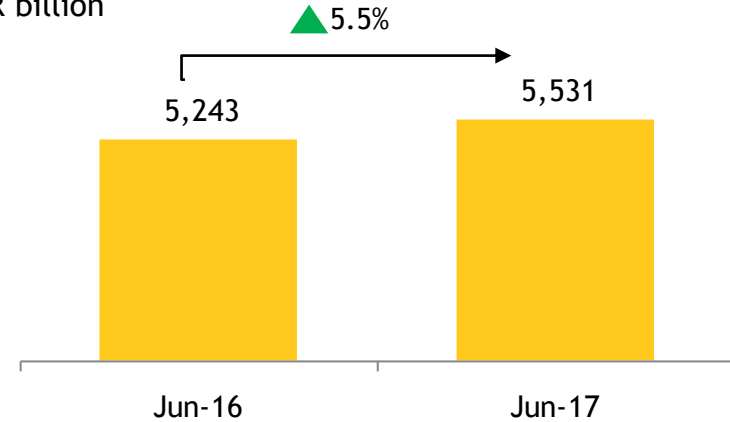
## Revenue and Profit Before Tax

IDR billion

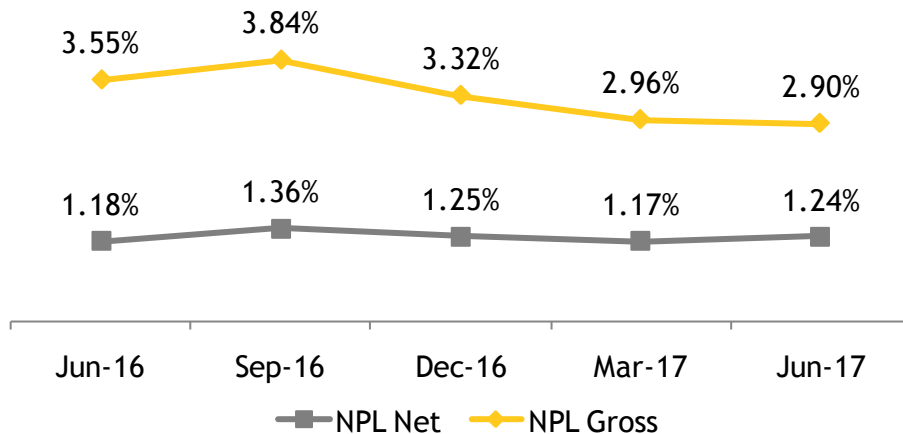


## Financing

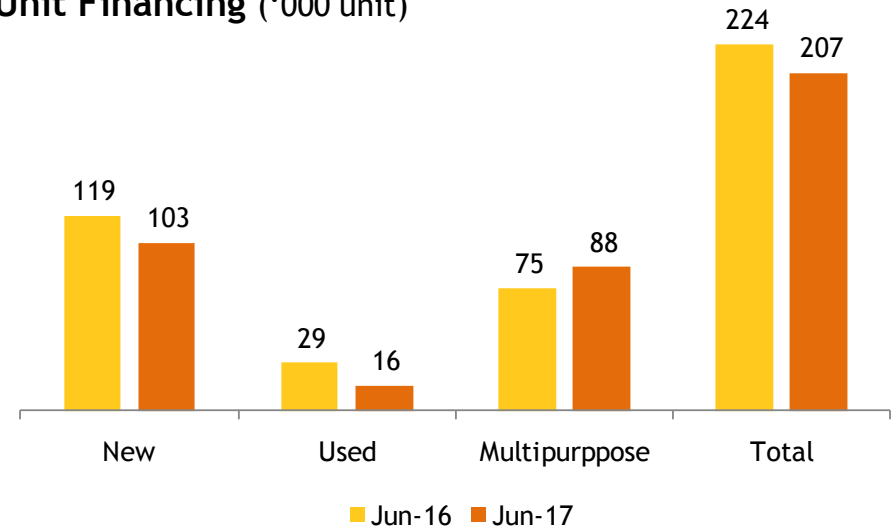
IDR billion



## Asset Quality



## Unit Financing ('000 unit)

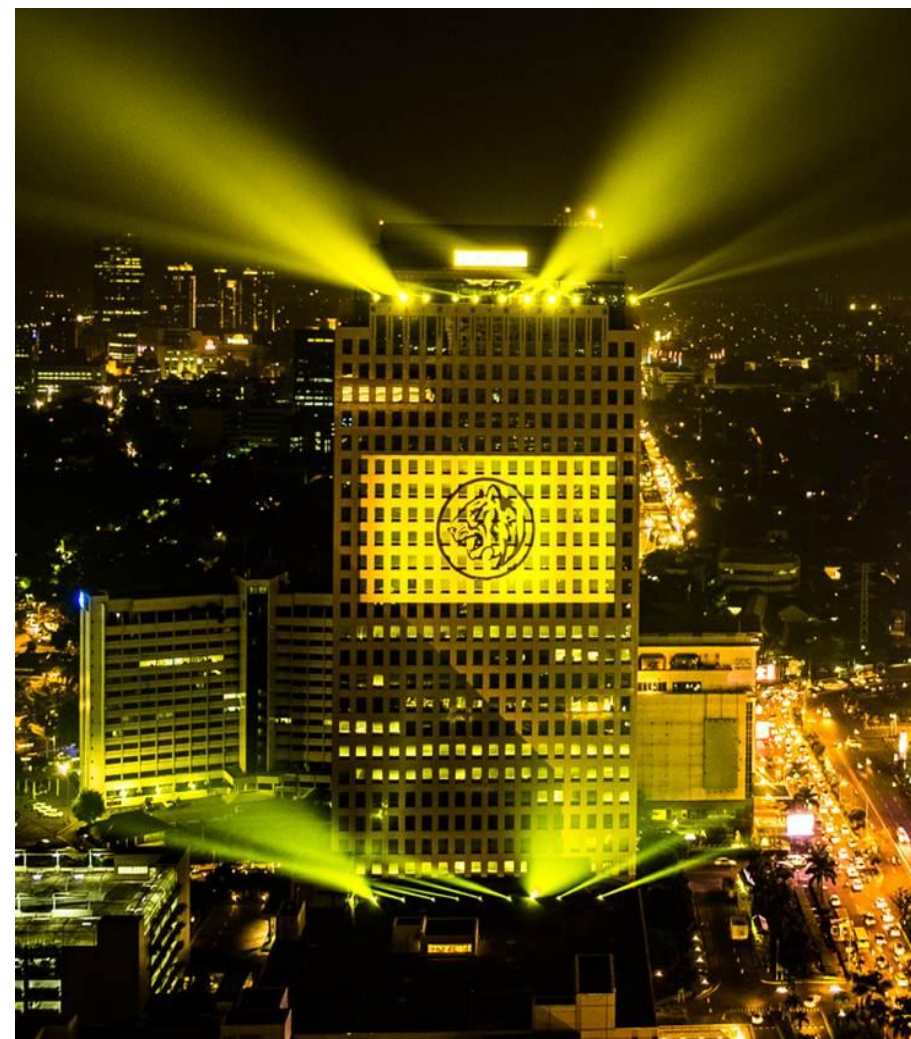


# **Maybank Indonesia in Brief**



## Profile\*

Established	:	15 May 1959
Total Assets	:	Rp171.3 Trillion
Total Equity	:	Rp19.9 Trillion
Market Capitalisation	:	Rp21.0 Trillion
Position in Indonesia (as of Mar 2017)	:	Rank #9 in terms of Assets Rank #9 in terms of Loans Rank #9 in terms of Deposits
# of Branches	:	619 $\left\{ \begin{array}{l} 419^{**} \text{ (Maybank Indonesia)} \\ 168^{***} \text{ (WOM Finance)} \\ 32^{***} \text{ (Maybank Finance)} \end{array} \right.$
# of ATM & CDM	:	1,609, including 95 CDMs that are connected to more than 20,000 ATM via ALTO, ATM Bersama, PRIMA, MEPS, Cirrus and Plus
# of Employees	:	10,354 $\left\{ \begin{array}{l} 6,884 \text{ (Maybank Indonesia)} \\ 3,053 \text{ (WOM Finance)} \\ 417 \text{ (Maybank Finance)} \end{array} \right.$
# of Customers Lending	:	1.4 million
# of Customers Funding	:	1.5 million



Maybank Indonesia Head Office, Sentral Senayan 3  
Jakarta, Indonesia

\* as of Jun 2017

\*\* Including 18 Micro Functional Offices

\*\*\* Including Sales Point Unit

## Company Rating

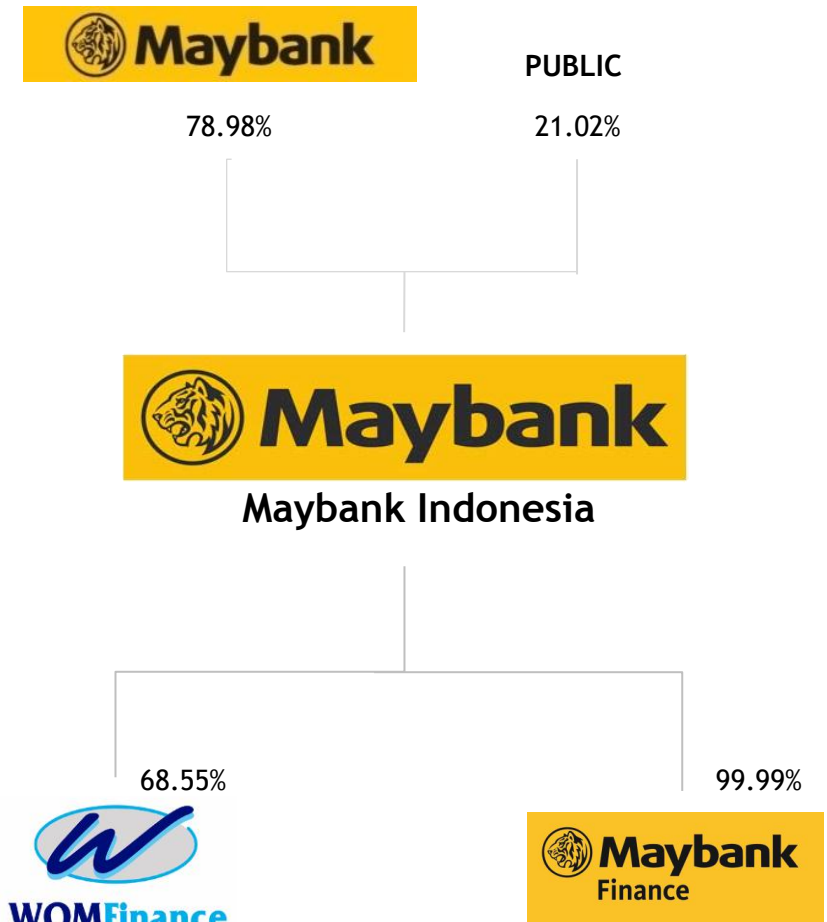
### FitchRatings

National Long-Term Rating	AAA(idn); Outlook Stable
National Short-Term Rating	F1+(idn)
Long-Term Foreign-Currency IDR	BBB; Outlook Stable
Short-Term Foreign-Currency IDR	F3
Viability Rating	bb
Support Rating	2
Senior Bonds	AAA (idn)
Subordinated Debt	AA (idn)
Sukuk Mudharabah	AAA (idn)



Corporate rating / Outlook	idAAA, Outlook Stable
Shelf Reg. Bonds I/2011	idAAA
Subordinated Debt I/2011	idAA+
Shelf Reg. Sub Debt I/2011	idAA+
Shelf Reg. Sub Debt II/2014	idAA
Shelf Reg. Sukuk Mudharabah I/2014	idAAA(sy)
Shelf Reg. Bonds II/2017	idAAA
Shelf Reg. Sukuk Mudharabah II/2017	idAAA(sy)

## Shareholders







**Datuk Abdul Farid bin Alias\***  
President Commissioner



**Spencer Lee Tien Chye**  
Commissioner



**Edwin Gerungan\*\***  
Commissioner



**Umar Juoro**  
Independent Commissioner



**Budhi Dyah Sitawati**  
Independent Commissioner



**Achjar Iljas**  
Independent Commissioner

\* Appointed as President Commissioner at the AGMS on March 31, 2017 and will be effective after obtaining OJK approval

\*\* Appointed as Commissioner at the AGMS on March 31, 2017 and will be effective after obtaining OJK approval



**Taswin Zakaria**  
President Director



**Thilagavathy Nadason**  
Director



**Jenny Wiriyanto**  
Director



**Dhien Tjahajani**  
Director



**Eri Budiono**  
Director



**Irvandi Ferizal**  
Director



**Restiana le Tjoe  
Linggadjaya\***  
Director



**Effendi\*\***  
Director

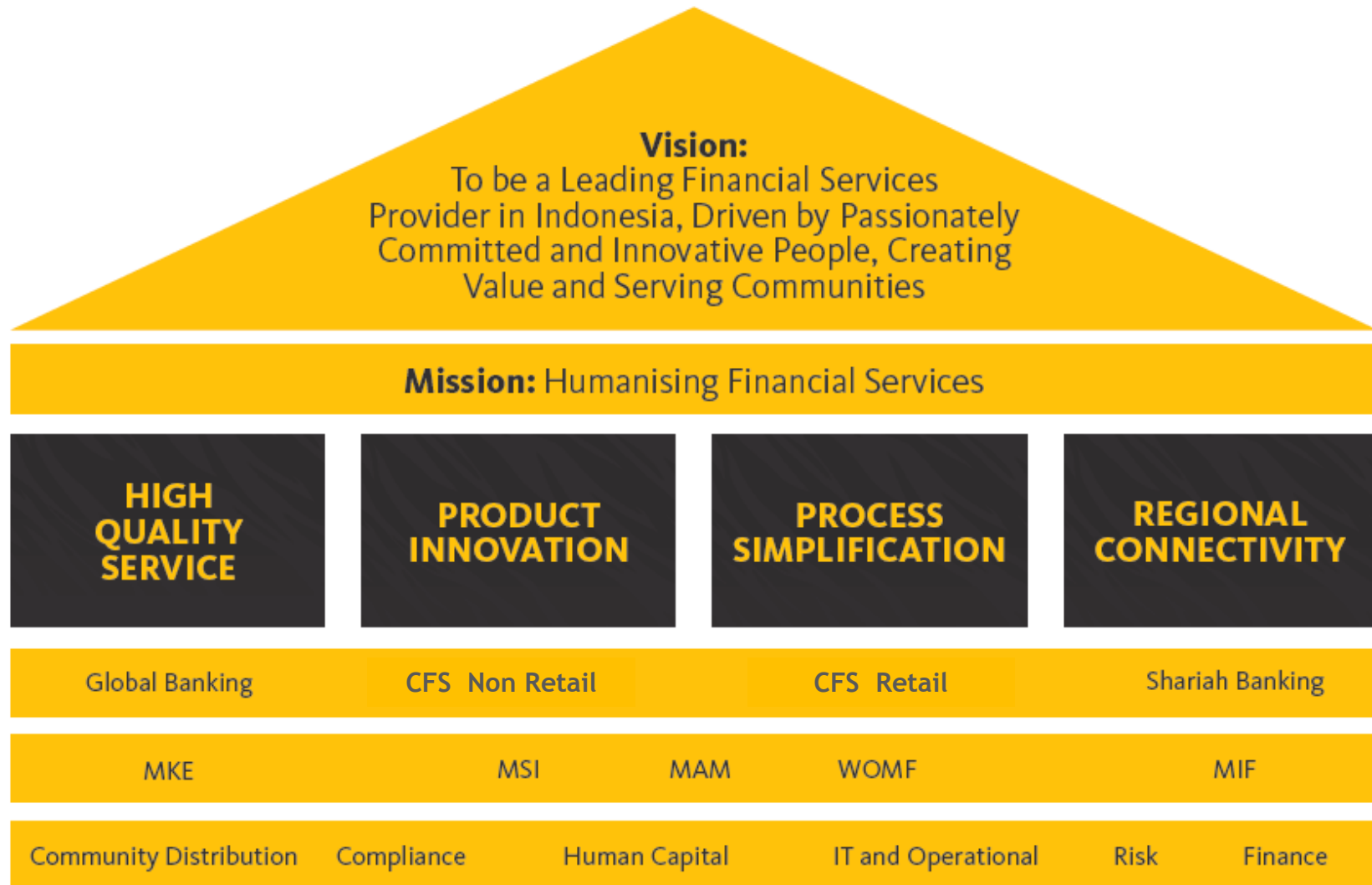
\* Appointed as Director at the AGMS on March 31, 2017 and will be effective after obtaining OJK approval

\*\* Appointed as Director at the AGMS on March 31, 2017 and has obtained OJK approval on Jul 21, 2017



# Building Competitive Advantage

Through four pillars of Maybank Indonesia



# Awards and Events Highlights



## KARIM Award 2017

Sharia Banking Maybank Indonesia has received 2 (two) awards in KARIM Award 2017 held by KARIM Business Consulting Indonesia : The Best Islamic Bank - UUS >1,5 T and The Most Expanding Funding - UUS > 1,5 T



## INFOBANK Banking Service Excellence 2017

Maybank Indonesia were awarded the Best Overall Service for Sharia Banking, the Best ATM for Sharia Banking and Ranked 10th for Branch Service Performance in “INFOBANK Banking Service Excellence 2017” held by Infobank



## MOU Signing with PT Railink

Maybank Indonesia along with other banks signed an MOU with Airport train operator PT Railink to support the payment system of a Soekarno-Hatta airport train, which is part of the Airport Railway Ticketing System (ARTS)



## Maybank Indonesia - Synthesis Strategic

Maybank Indonesia partnered with Synthesis Kreasi Utama and Synthesis Karya Pratama, holding group of Synthesis Development, to offer apartment loan (KPA) program



## Pastoral Care Maybank Foundation Scholarship - Campus Visit Series 2017

Maybank Indonesia conducted Pastoral Care 2017 to visit 39 Maybank Foundation Scholarship's beneficiaries at a number of universities to encourage and to motivate the spirit of the beneficiaries to reach their goals



## Ramadhan Relief Program Enters Three ASEAN Countries

Maybank Islamic's Ramadhan Relief program in Indonesia granted food supplies for 4,000 disaster affected households or 20,000 beneficiaries in Pidie Aceh and Bima, Nusa Tenggara Barat



## Iftar with Orphanage

As a part of Ramadhan festivity, Maybank Indonesia carried out an event in which more than 150 orphans were invited from various Foundations to hold Iftar together with staff and senior management of Maybank Indonesia





**MY BANK IS  
MAYBANK!**

*Maybank wins hearts and  
inspires confidence through  
its commitment to treating  
customers and staff with  
respect.*

*We make humanising  
financial services more than  
just a promise but the way  
we do business.*

**Thank You**



**Maybank**

## **PT BANK MAYBANK INDONESIA TBK**

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